



TRUVISOR

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Intro:

Established in 2008 and headquartered in Singapore, Truvisor is a regional technology solution provider, with presence in six countries within South East Asia. Truvisor is a forward-thinking technology company providing best of the breed **Digitalisation & Automation, Cyber Security, and Cloud Management** solutions. In line with our expansion plan, we are now hiring for the following position in Truvisor Singapore.

Job Title:

Security Consultant – Cyber Security Solutions

Work Location: Singapore

Roles & Responsibilities:

- Pre-sales support for MSS, and security consultancy opportunity to partners, and end users supporting territory sales to achieve and exceed defined targets.
- Ability to present and articulate value-added solution to partners / end users at all levels within the organisation both technical and business audience (including C levels).
- Research and develop appropriate working solution and value proposition, engaging with the respective solution principal and services partners to deliver business value solution.
- Engage with partners, and end users as a trusted advisor, listening and understanding their challenges and requirements. Manage momentum throughout the sales cycle by working closely with all stakeholders strategically and timely.
- Scope and clearly translate defined requirements, proposed solutions and value proposition into proposals/Scope of Work (SOW).
- Own and positively develop the relationship with key technical decision makers and influence with the target partners, and end users.
- Demonstrate a strong knowledge and proactively engage partners / end users to provide update on the latest security trend, changes in the threat landscape, and new product and services offering.
- Collaborate with Truvisor's regional team (consultants, solution architect, marketing, technical services & support, external partners, technology vendors) to support company's objective and support customers' interests.
- Be the voice of partners / end users channelling constructive feedbacks to solution vendors achieve high level of trust and enhancement.
- Ensure personal technical, communication and commercial skills are kept up to date to ensure successful execution of role. e.g. maintaining CPE credits.

Requirements:

- Holds a Bachelor's Degree or Professional Certificate from a recognized institution, preferably in Computer or Information Engineering or related subjects / certificates
- Minimum 2 years' experience working with a System Integrator (SI) or Distributor is a definite advantage
- Professional communication and influential presentation skills
- Able to grasp ideas and translate into sales pitch quickly
- Aggressive self-starter who is goal-oriented
- Able to travel to ASEAN branch offices if necessary



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Benefits:

- Remuneration package is based on experience and job market benchmarking
- Working hours is from 9:00am to 6:00pm, Monday to Friday only

Interested candidates please email to sales@truvisor.io

1. Update resume with photo
2. Current salary and other benefits
3. Expected salary
4. Notice period

Thank You for your interest in Truvisor

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